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# Jeff Reed

SVP/GM- Enterprise Infrastructure and Solutions Group at Cisco

San Francisco Bay Area | Computer Networking

Previous

Cisco, Symantec, BestOffer.com

Education

Stanford University Graduate School of Business

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500+

DWR Diamond Percale Sheet Set Float Candleholder

0

https://www.linkedin.com/in/jeffreed4

Contact Info

Background

Experience

# SVP/GM- Enterprise Infrastructure and Solutions Group

Cisco

March 2016 - Present (7 months)

Lead product management and GTM for Cisco's enterprise networking portfolio. Responsible for \$15B+ in product and solution revenue across networking infrastructure, SDN and management applications.

### Vice President / General Manager- Software Defined Networking

Cisco

April 2013 - October 2014 (1 year 7 months)

Lead strategy and development of Cisco's Enterprise Networking SDN products

### Vice President / General Manager- Unified Access Business Unit

Cisco Systems

January 2012 - April 2013 (1 year 4 months)

# Vice President- Product Management, Ethernet Switching Technology Group

Cisco Systems

April 2010 - December 2011 (1 year 9 months)

### Vice President / GM, Clustered Storage

Symantec

March 2009 - July 2010 (1 year 5 months)

### Vice President, Strategic Alliances

Symantec

October 2007 - March 2009 (1 year 6 months)

# People Also Viewed

Robert Soderbery SVP, Enterprise Products and Solutions at Cisco

### Sachin Gupta

Vice President, Data Center & Enterprise Switching at Cisco

#### Rowan Trollope

SVP & GM - Internet of Things (IoT) and Applications Division at Cisco Systems

### V. Don Angspatt

Vice President, Strategy, Business Development, and Operations at Cisco Systems

#### Kip Compton

VP, Cisco Cloud Platform and Services at Cisco

### Chuck Robbins

CEO, Cisco

#### David Goeckeler

Senior Vice President and General Manager, Networking and Security Business Group at Cisco

### John Brigden

Senior Vice President, Software Strategy & Operations at Cisco Systems

### Ravi Chandra

Senior Vice President at Cisco

#### Jens Meggers

SVP and General Manager at Cisco

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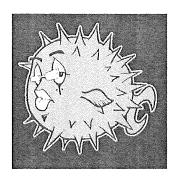
Case 5:14-cv-05344-BLF Document 523-15 Filed 09/16/16 Page 3 of 19 Jeff Reed | LinkedIn Senior Director, Product Management Symantec February 2006 - October 2007 (1 year 9 months) **Director, Product Management** VERITAS Software September 2004 - February 2006 (1 year 6 months) **Business Development Manager VERITAS Software** May 2001 - September 2004 (3 years 5 months) President BestOffer.com 1999 - 2001 (2 years) Consultant Monitor Group 1993 - 1997 (4 years) Education Stanford University Graduate School of Business 1997 - 1999 Stanford University B.S.

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# Dave Ward

CTO of Engineering and Chief Architect at Cisco Systems

San Francisco Bay Area Internet

Previous Cisco Systems, Juniper Networks, Internet Engineering Group

Education University of Minnesota-Twin Cities

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500+

DWR Diamond Percale Sheet Set DWR Aerocotton Bathmat

https://www.linkedin.com/in/dave-ward-3248b23

Background

Experience

## **CTO of Engineering and Chief Architect**

Cisco Systems

October 2012 - Present (4 years) | San Jose, California

### Cisco Fellow

Cisco Systems

December 2011 - November 2012 (1 year) | San Jose

CTO and Chief Architect of the Service Provider Division

### Juniper Fellow

Juniper Networks

December 2009 - December 2011 (2 years 1 month) | Sunnyvale

CTO and Chief Architect of the Platform Systems Division

#### Cisco Fellow

Cisco Systems

December 1999 - December 2009 (10 years 1 month) | San Jose

Architect of IOS-XR operating system, CRS-1, CRS-3, ASR-9k, and a bunch of boards (bunchl and LC) for the GSR.

### Engineer

Internet Engineering Group

1997 - 1999 (2 years)

### Engineer

NetStar

1996 - 1998 (2 years)

## People Also Viewed

Lew Tucker Vice President and CTO, Cloud Computing, at Cisco

Tony Li

Principal Networking Architect, Peloton Technology

Chuck Robbins CEO, Cisco

Zorawar Biri Singh CTO & SVP/GM at Cisco

Kristen Wright

Director, Cisco Research Center &

Open Innovation

Padmasree Warrior CEO at NextEV USA

Susie Wee

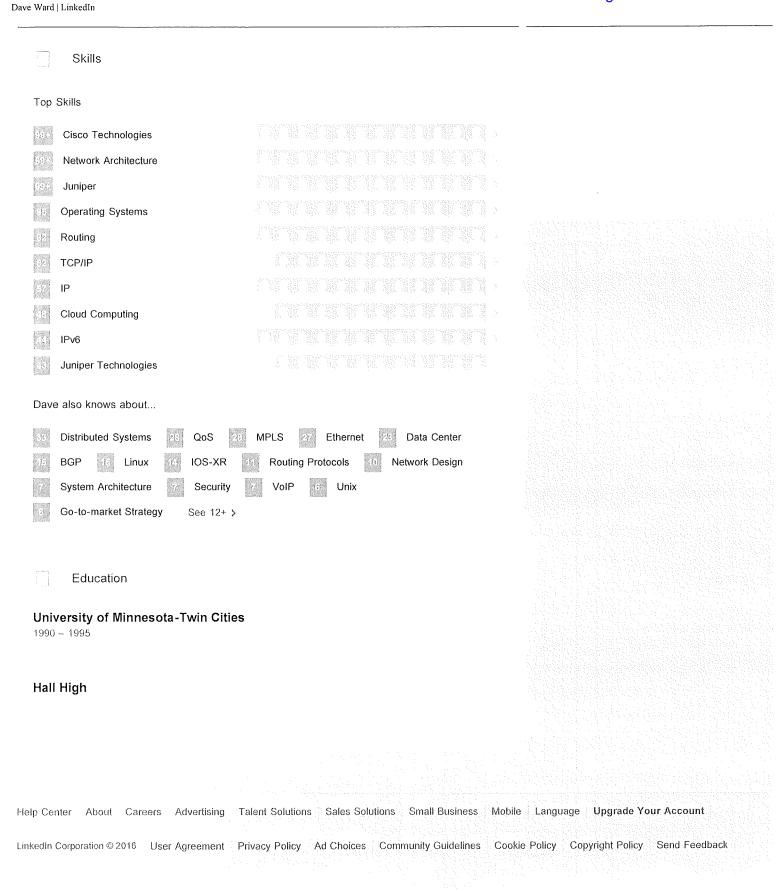
VP and CTO of Networked Experiences at Cisco Systems

Kirk Lougheed Cisco Fellow at Cisco

John Apostolopoulos VP & CTO for Enterprise Segment, and Lab Director for Innovation Labs

Cullen Jennings Fellow at Cisco Systems

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# Mallun Yen

Executive Vice President

Mallun Yen is Executive Vice President of RPX Corporation and head of Corporate Development, M&A and Structured Acquisitions. Ms. Yen joined RPX following an eight-year career at Cisco where, as Vice President of Worldwide Intellectual Property and Deputy General Counsel, she was responsible for developing and implementing the *Fortune 100* company's strategy to protect, enhance, defend, and capture the value of its intellectual property. She was the technology giant's second intellectual property attorney and built a group of over two dozen senior industry professionals with responsibility for all patent, copyright and trademark strategy, development, prosecution, disputes, licensing, acquisitions, marketplace, and policy, as well as patent pools and standards-related matters. She is credited with transforming Cisco's approach to IP from being primarily defensive to one closely aligned with business objectives and providing competitive differentiation, which marked the company's transformation into a global IP leader.

Ms. Yen chairs the advisory board of the Berkeley Center for Law and Technology at UC Berkeley Law School and currently serves on the advisory board for Stanford Law School's Center for Law, Science and Technology, as well as on the Executive Committee of the Association of Corporate Patent Counsel. She is a founding board member of ChIPs, an organization dedicated to the advancement, mentoring and retention of women in the IP field. She is a frequent invited speaker on a wide range of topics, including IP strategy, patent best practices, patent defense strategies, patent pools, innovation, and standards. By invitation, she has testified before the FTC on the "Evolving IP Marketplace."

Ms. Yen received her BS from California Polytechnic State University, San Luis Obispo and her JD from UC Berkeley School of Law, Boalt Hall

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# **Christine Bakan**

Cisco Systems

San Francisco Bay Area : Computer Software

Current Cisco Systems

Previous BMC Software, Oracle Corporation, Ernst & Young, LLP

Stanford University Graduate School of Business Education

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### Background

Experience

## Senior Director, Software Defined Networking

Cisco Systems

2013 - Present (3 years)

### Area VP, R&D

BMC Software

2005 - 2013 (8 years)

### Director, SW Development

Oracle Corporation

1997 - 2005 (8 years)

### **Management Consultant**

Ernst & Young, LLP

1995 - 1997 (2 years)

### Engineer

Department of Computer Science, UC Berkeley

1992 - 1995 (3 years)

Skills

Top Skills

Enterprise Software

SaaS

	gile Methodologies	
S	oftware Development	
	oftware Project	
	oud Computing	
	rategy	
Di	stributed Systems	
Pı	oduct Management	
Ві	usiness Development	
	e also knows about oftware Engineering	
	Education	
nfo	ord University Graduate School of Business	
iivei	rsity of California, Berkeley	
·asu	mandations	
19/11/	nendations	Given (2)

dedicated to her projects and makes sure that each project is managed and delivered per agreed to goals and objectives. Definitely one of the most competent program managers I have had the pleasure to work with.

July 22, 2013, Christine managed Christina at BMC Software

Vitaly M.

Technical Director/Product Development Architect

Vitaly is a highly skilled architect and a technical leader in the enterprise applications security space. At BMC Software, he worked across multiple engineering organizations to ensure standards clarity and technical alignment. Vitaly also has excellent communication skills and works very effectively with customers and field organizations. I highly recommend Vitaly.

July 22, 2013, Christine managed Vitaly indirectly at BMC Software

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# **Dylan Cannon**

### Experienced Finance Leader

San Francisco Bay Area | Information Technology and Services

Current

Cisco

Previous Ger

General Electric

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# People Also Viewed

Kelly Kramer Executive Vice President & Chief Financial Officer at Cisco

Chantelle Breithaupt Senior Director of Finance at Cisco

Brian Maddox VP Corporate Finance at Cisco

Mike Mohn Senior Vice President, Sales and Services Finance at Cisco

Andrew Ashton Vice President, CFO, Security Group at Cisco

Brian Fukuhara Vice President of Finance, CFO, Global Service Providers at Cisco

Steve Vigne Vice President, CFO, Service Provider Networking Group at Cisco

Eric Refuerzo Senior Finance Director at Cisco Systems, Inc.

Michael Foy Vice President, CFO Americas

Robert Parker Director Finance at Cisco

## In Common with Dylan

# Background

## Experience

### Vice President Finance, Cisco Systems

https://www.linkedin.com/in/dylan-cannon-2819b722

Cisco

March 2014 - Present (2 years 7 months) | San Jose, CA

# CFO GE Dresser (Formerly Dresser Flow Technologies & Infrastructure Solutions)

General Electric

February 2011 - March 2014 (3 years 2 months) | Houston, TX

# CFO GE O&G Drilling (Formerly Hydril Pressure Control & VetcoGray Drilling)

GE

April 2008 - February 2011 (2 years 11 months) | Houston, TX

# Director of Financial Planning & Analysis - GE Transportation

GΕ

July 2006 - April 2008 (1 year 10 months) | Erie, PA

# Finance Director/Manager Finance - GE Transportation Global Services

GE

July 2003 - July 2006 (3 years 1 month) | Erie, PA

# Sr Audit Manager - GE Corporate Audit Staff

GΕ

January 2002 - June 2006 (4 years 6 months) | Fairfield, CT

# Audit Manager - GE Corporate Audit Staff

GF

January 2001 - January 2002 (1 year 1 month) | Fairfield, CT

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Auditor - GE Corporate Audit Staff		
January 1999 – January 2001 (2 years 1 month)	Fairfield, CT	
Skills		
Fop Skills		
Finance		
Auditing		
Financial Analysis		
Cross-functional Team		
Analysis		
Strategic Financial		
Financial Audits		
Acquisition Integration		
Due Diligence		
Mergers & Acquisitions		
Nidon also trassis also it		
Oylan also knows about		
Matrix Management P&L Management	Long Range Planning	
Risk Management		

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Frank Palumbo		$\triangleright$
Senior Vice President at Cisco Systems		
Greater New York City Area Computer Network  Provious Wang Laboratories	King	
Education Rutgers, The State University of New Jer	rsey-Newark	
Connect	500+	
Commence of the Commence of th		DWR Percale Pillowcases,
		DWR Sateen Fitted Sheet Set of 2
https://www.linkedin.com/in/frankpalumbo	☐ Contact Info	
Background		
Summary		
Reinventing myself and always learning, while ke	ening it real	
Follow me on Twitter @fpalumbo		
Specialties: Customer Success, Networking, Stor	age, Data Center, Sales Management,	
Experience		
Senior Vice President		
Cisco Systems  May 1992 – Present (24 years 5 months)		
Lead the WW Data Center Sales Team		
Corporate Account Executive		
Wang Laboratories January 1984 – May 1992 (8 years 5 months)		
Skills		
Top Skills		
Data Center Storage		
Sibility Cloud Computing		
Go-to-market Strategy		

### Additional Honors & Awards

NYC Marathon - 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, Sandy, 2013, 2014, 2015 NYC Triathlon - 2007, 2008, 2009, 2010, 2011, 2012, 2014, 2015, 2016 Boston Marathon - 2010 Case 5:14-cv-05344-BLF Document 523-15 Filed 09/16/16 Page 19 of 19

Philadelphia Marathon - 2010, 2011, 2014 Chicago Marathon - 2014

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